

Message Text

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ACTION EUR-12

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COMMERCE FOR BEWT/MURRIN

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TAGS: BEXP PL
SUBJ: EXPANSION OF THE U.S. PAVILION IN POZNAN

1. DESPITE THE DISCOURAGING REPORT RECEIVED RECENTLY
FROM MR. WALCZYKIEWICZ OF THE CHAMBER OF FOREIGN TRADE,
THE POZNAN FAIR AUTHORITIES SEEM DETERMINED TO HELP US BUILD
THE EXTENDED PAVILION AND SET A FIRM SCHEDULE FOR THE
PROJECT AS SOON AS POSSIBLE.

2. AT THE AMERICA DAY RECEPTION DURING THE POZNAN
FAIR, DEPUTY DIRECTOR LASKOWSKI ACKNOWLEDGED TO THE TDC
DIRECTOR THE CURRENT FINANCIAL DIFFICULTIES ON THIS PRO-
JECT, BUT HE SAID THE FAIR STILL WANTED TO BUILD THE
PAVILION AND THAT A WAY WOULD BE FOUND.

3. SUBSEQUENTLY ON JUNE 17, A MEETING WAS HELD
WITH LASKOWSKI, FAIR TECHNICAL DIRECTOR WOZNAK, AND
MR. STANSLAW KITTEL AND MR. SLAWOMIR GRABOWSKI OF
BUDIMEX AND BUDOPOL, RESPECTIVELY. LASKOWSKI POSITIONED
HIMSELF NEXT TO THE TDC DIRECTOR ON OUR SIDE OF THE TABLE
SAYING (QUOTE) WE ARE ON YOUR SIDE TODAY (END QUOTE).
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HE PROCEEDED TO LEAD THE DISCUSSION IN POLISH, GIVING
KITTEL (WHO IS THE NEW HEAD OF THE BUDIMEX DE-
PARTMENT OF MARKETING) A COMPLETE BRIEFING ON THE HISTORY
OF THE PROJECT AND WHERE WE STAND NOW. MOST OF THE DIS-
CUSSION CENTERED ON HOW THE PROJECT WOULD BE FINANCED,
AFTER ACCOUNTING FOR OUR CONTRIBUTION OF SIX MILLION
ZLOTYS. LASKOWSKI TRIED TO CONVINCE BUDIMEX TO BE THE

OTHER INVESTOR, BUT KITTLE (WHO IS NEW TO THIS PROJECT) OFFERED NO EASY SOLUTION.

AT ONE POINT, LASKOWSKI TURNED TO THE TDC DIRECTOR AND ASKED IF IT WAS DEFINITE THAT WE WOULD OFFER ONLY SIX MILLION ZLOTYS. HE WAS INFORMED THAT NO CHANGE WAS EXPECTED IN THIS RESPECT. THE MEETING CONTINUED ALONG THE LINES OF A POLISH SOLUTION TO THE PROBLEM AND SCHEDULING OF THE PROJECT. THROUGHOUT, LASKOWSKI APPEARED DETERMINED TO GET THE PROJECT BACK ON THE TRACK SOMEHOW AND TO SEE IT THROUGH TO COMPLETION.

4. AFTER APPROXIMATELY ONE HOUR, THE MEETING CLOSED HARMONIOUSLY WITH THE FOLLOWING ACCOMPLISHED:

A. THE FAIR, BUDIMEX, AND BUDOPOL WILL MEET BEFORE THE END OF THE MONTH TO TRY TO WORK OUT AMONG THEMSELVES A FINANCIAL SOLUTION AND SCHEDULING PROPOSAL;

B. A MEETING OF ALL PARTIES, ALONG WITH THE TDC DIRECTOR WILL BE HELD IN JULY TO REACH A FINAL UNDERSTANDING;

C. FINAL DOCUMENTATION COULD BE READY IN TWO TO THREE MONTHS AND A CONTRACT READY TO BE SIGNED BY DECEMBER; AND

D. WORK WILL BEGIN RIGHT AFTER THE 1979 FAIR IN EITHER JULY OR AGUST AND THE PAVILION BE READY FOR THE 1980 FAIR.

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5. COMMENT: LASKOWSKI SEEMS GENUINELY DETERMINED TO BUILD THE NEW PAVILION AND TO REACH SOME UNDERSTANDING WITH THE POLISH BUREAUCRACY BEFORE HE AND WOZNIAK GO ON VACATION THIS SUMMER. WE ARE ENCOURAGED BY THESE LATEST DEVELOPMENTS, AND, AS OUR POSITION HAS BECOME CLEAR TO THE POLES, WE BELIEVE WE SHOULD NOW SIT BACK AND SEE WHAT COURSE THESE DISCUSSIONS TAKE. IT IS NOW A MATTER THEY WILL HAVE TO RESOLVE AMONG THEMSELVES. OUR SHARE OF THE COST OF DOCUMENTATION SHOULD BE AROUND 350,000 ZLOTYS, WHICH WILL LEAVE US CLOSE TO 6.2 MILLION ZLOTYS TO PAY INTO THE FINAL CONSTRUCTION COSTS, ALTHOUGH WE MAY NEVER KNOW WHAT THE TOTAL COST OF THE PROJECT IS. END COMMENT.

SCHAUFELE

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